



Revision number:

Purchasing Agent: DEBBIE GUNDERSEN  
(801) 538-3150**Item: STAND-ALONE TELEPHONE SYSTEMS (MAINTENANCE AND UPGRADES FOR SPRINT/TADIRAN SYSTEMS)**Vendor: 19946C UNITED CABLE & TELEPHONE INC  
DBA: AMERICOM TECHNOLOGY  
5123 COMMERCE DRIVE  
MURRAY, UT 84107-4709Internet Homepage: [www.americomtech.com](http://www.americomtech.com)

Telephone: (801) 892-0501

Fax number: (801) 892-0585

Contact: RON RICHTER

Email address: [Ronr@americomtech.com](mailto:Ronr@americomtech.com)

Brand/trade name: SPRINT CORAL SYSTEM

Price: AVAILABLE ON REQUEST-HARD COPY OR SEND DISKETTE

Terms: N/A

Effective dates: 03/1/05 through 02/28/09

Days required for delivery: 2 WEEKS

Price guarantee period: LENGTH OF CONTRACT

Minimum order: NONE

Min shipment without charges: INCLUDED

Other conditions:

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**NOTE: CONTRACT HAS BEEN EXTENDED.**

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This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**This contract is a MAC contract for Sprint Coral Systems only: Maintenance to an existing system(s), and/or Add-on and upgrades to an existing installations, and/or Changes to an existing system(s). This contract is not for the purchase of systems that represent a new installation.**

FINET COMMODITY CODE(S):

7255700000-TELEPHONE SYSTEMS (OVER 60 STATIONS)

## Attachment 2 - Tadiran Parts List

Date: 1-27-05

Sort	Generic Category	Sprint Product ID	Mnemonic	Description	Purchase Price	Install Cost
1	PHONES	440961300	DKT2321	DKT2321 28 button S / D - 2x40 and PEX with Jack for Headset - Ash	\$350.00	\$140.00
2	PHONES	440963100	DKT2320	DKT2320 28 button S / D - 2x40	\$266.00	\$140.00
3	PHONES	440963500	DKT1110	DKT1110 12 button S / D - 2x24	\$211.00	\$140.00
4	PHONES	440967500	CPA	Coral Paging Adapter	\$270.00	\$80.00
5	PHONES	440967600	APDL	APDL	\$380.00	\$80.00
6	PHONES	448131548	Wall Mount-Grey	Wall Mount/Elevation Stand for FlexSets	\$5.00	\$20.00
7	PHONES	72440163185	280D- Grey	Sprint FlexSet 280D - 2x40 Display, Speakerphone with a 4 system and 24 flexible keys.	\$266.00	\$140.00
8	PHONES	72440163585	120D-Grey	Sprint FlexSet 120D - 2x24 Display, speakerphone with 4 system and 8 flexible keys	\$211.00	\$140.00
9	PHONES	72440163600	40B-Grey	FlexSet 40 Button Module. Maximum of 3 per FlexSet 280. Requires APA or PEX	\$358.00	\$140.00
10	PHONES	72440163785	PEX-Grey	PEX - Expansion Unit	\$96.00	\$80.00
11	PHONES	72440164385	120S-Grey	Sprint FlexSet 120S - 3x24 Display, speakerphone with 4 system and 6 Flexible Keys and 3 Softkeys	\$243.00	\$140.00
12	PHONES	72440164685	PEX/APA	APA - For use only with FlexSet 280S RS 232 Connection to PC applications. Includes PEX power supply and cable	\$310.00	\$80.00
13	PHONES	72440164785	280S- Grey	Sprint FlexSet 280S - 3x40 Display, Speakerphone with a 4 system keys, 22 flexible keys and 5 Softkeys	\$306.00	\$140.00
14	PHONES	72448131548		Wall Mount/elevation stand for 40B	\$5.00	\$20.00
15	TRUNK CARDS- Coral 200/VSL	449311100	PRISl	PRl Digital Trunk Card	\$1,997.00	\$480.00
16	TRUNK CARDS- Coral 200/VSL	449381100	8TPFSl	8 Circuit Trunk Card	\$740.00	\$320.00
17	TRUNK CARDS- Coral 200/VSL	449385100	8TBRSI	8 Circuit Basic Rate Interface Card	\$1,346.00	\$680.00
18	TRUNK CARDS- Coral 200/VSL	449386100	4TBRSI	4 Circuit Basic Rate Interface Card	\$875.00	\$480.00
19	TRUNK CARDS- Coral 200/VSL	449392100	4TEMSI	2 or 4 Circuit Wire Tie Lines E&M	\$691.00	\$400.00
20	TRUNK CARDS- Coral 200/VSL	449394100	4TPFSI	4 Circuit Trunk Card	\$484.00	\$240.00
21	TRUNK CARDS- Coral 200/VSL	72449033100	T1sl	T1 Digital Trunk Card	\$1,997.00	\$360.00
22	TRUNK CARDS- Coral 200/VSL	72449313100	8T-Csl	8T-Csl	\$740.00	\$320.00
23	TRUNK CARDS FULL SIZE	449324100	T1 Kit	Digital Trunk T1 Card. 24 Channel E&M.	\$2,890.00	\$360.00
24	TRUNK CARDS FULL SIZE	449329100	8TPF	8 Circuit Trunk Card with Power Failure	\$2,068.00	\$320.00
25	TRUNK CARDS FULL SIZE	449332100	4TPF	4 Circuit Trunk Card with Power Failure	\$1,086.00	\$240.00
26	TRUNK CARDS FULL SIZE	449350100	PRl-23	Primary Rate Interface Card	\$2,720.00	\$480.00
27	TRUNK CARDS FULL SIZE	449351100	4TEM	4 Circuit E&M Card	\$1,132.00	\$400.00
28	TRUNK CARDS FULL SIZE	449352100	8DID	8 Circuit DID Card	\$2,078.00	\$320.00
29	TRUNK CARDS FULL SIZE	449355100	8TBR	8 Circuit Basic Rate Interface Card	\$2,420.00	\$680.00
30	TRUNK CARDS FULL SIZE	449356100	4TBR	4 Circuit Basic Rate Interface Card	\$1,450.00	\$480.00

## Attachment 2 - Tadiran Parts List

Date: 1-27-05

Sort	Generic Category	Sprint Product ID	Mnemonic	Description	Purchase Price	Install Cost
31	STATION CARDS - Coral 200/VSL	449250100	16SL Ssl	16 Port Single Line Card	\$796.00	\$160.00
32	STATION CARDS - Coral 200/VSL	449251100	8SL Ssl	8 Port Single Line Card	\$525.00	\$160.00
33	STATION CARDS - Coral 200/VSL	449258100	8F8Ssl	8 Analog and 8 Digital Combo Card	\$935.00	\$160.00
34	STATION CARDS - Coral 200/VSL	449259100	16SFTsl	16 Port Digital Card	\$915.00	\$160.00
35	STATION CARDS - Coral 200/VSL	449264100	8SFTsl	8 Port Digital Card	\$536.00	\$160.00
36	STATION CARDS FULL SIZE	449215100	16SH	16 Circuit Analog Station Card	\$2,274.00	\$160.00
37	STATION CARDS FULL SIZE	449216100	8SH	8 Circuit Analog Station Card	\$1,550.00	\$160.00
38	STATION CARDS FULL SIZE	449221100	16SKD	16 Circuit Digital Station Card	\$2,268.00	\$160.00
39	STATION CARDS FULL SIZE	449224100	8SKD	8 Circuit Digital Station Card	\$1,512.00	\$160.00
40	STATION CARDS FULL SIZE	449229100	24SL S	24 Circuit Analog Station Card	\$2,530.00	\$160.00
41	STATION CARDS FULL SIZE	449233100	8SL S	8 Circuit Analog Station Card	\$1,470.00	\$160.00
42	STATION CARDS FULL SIZE	449234100	16SL S	16 Circuit Analog Station Card	\$2,000.00	\$160.00
43	STATION CARDS FULL SIZE	449255100	8SFT	8SFT - 8 Circuit Digital Station Card	\$1,400.00	\$200.00
44	STATION CARDS FULL SIZE	449256100	16SFT	16 Circuit Digital Station Card	\$2,000.00	\$280.00
45	STATION CARDS FULL SIZE	449257100	24SFT	24 Circuit Digital Station Card	\$2,600.00	\$280.00

## Attachment 3 - ITB - ITB 5521 Cost Analysis

Date: 2-27-05

The project manager for this Invitation-to-Bid (ITB) will plug-in your (bidder's) various rate information, etc. into the below cost configurator to compare bidder's costs. Although the length (term) of the contract resulting from this ITB will be four (4) years, only two years worth of cost will be used to determine "low cost" for bid award purposes since every indication suggests that most of the Tadiran systems now in service will be displaced over the next several years. Therefore, multiplying the below "One-Year Total" by 4, the number of years in the contract term, would in all likelihood vastly overstate the 4-year life-cycle cost.

One key cost element involves travel; specifically, how bidder's compute (assess) travel costs. You must state how you compute (assess) travel. That is, do you charge travel one-way from your place of business to the state's agency address? Or do you charge round-trip travel from your place of business to the state's agency address plus return travel back to your place of business?

Provide your response here. State how you compute (assess) travel. As part of your response, include your answer to the one-way verses round-trip questions: \_\_\_\_\_

**Travel is charged one way - (there is a minimum 1/2 hour charge for travel)** \_\_\_\_\_

Sixteen of the state's seventeen Tadiran telephone systems are located along the Wasatch Front (Salt Lake City/West Valley City to Ogden including Park City). The only Tadiran system located off the Wasatch Front is in Delta, Utah. It is in the state's best financial interest to minimize travel costs associated with servicing our telephone / voice mail systems. You (bidders) must identify the address from which you would dispatch technician(s) to service the state's Tadiran, Calware, Lingo (Active Voice) and Wygant telephone and voice mail systems.

Identify your technician dispatch address here. 5123 South Commerce Drive, Murray, UT 84107

"Travel Hours" used in the below cost configurator will be determined (computed) by the state based upon the distance between bidder's technician dispatch address and the various Tadiran locations identified in the cost configurator. **Be aware,** your technician dispatch address cannot change during the four-year length (term) of the contract unless your proposed "new" technician dispatch address reduces travel times to / from state Tadiran locations, thereby financially benefiting the state.

Provide your rates, charges, fees, etc. for the below listed cost elements and provide your billing increment information. Do so by filling-in the "Cost / Increment" cells. If a certain cost element / billing increment does not apply, then enter Not/Applicable (N/A). You must either provide your rate, charge, fee, etc. and your billing increment or state N/A for each and every cost element / billing increment. Failure to do so will result in your disqualification.

**Monday - Friday; 8:00 AM - 5:00 PM; except holidays:**

Cost / Increment	
1) Hourly Labor Rate:	\$80.00
(charged for on-site technical services)	
2) Hourly Technical Telephone Consultation (Remote Labor) Rate:	\$80.00
(charged for: 1) telephone consultation, 2) remote service/repairs and 3) "moves and changes" performed by technical system specialists)	

3) Minimum Labor Billing Increment:	1/2 hour (\$80.00 per hr)	
4) Additional Labor Billing Increment:	1/2 hour (\$80.00 per hr)	
5) Hourly Travel Rate:	\$80.00	
6) Minimum Travel Billing Increment:	1/2 hour (\$80.00 per hr)	
7) Additional Travel Billing Increment:	1/2 hour (\$80.00 per hr)	
8) Trip Charge:	N/A	
9) Order Fee:	N/A	

**Non-Standard Time and Labor Charges (After hours, weekends and holidays):**

Cost / Increment	
10) Hourly Labor Rate: (charged for on-site technical services)	\$120.00
11) Hourly Technical Telephone Consultation (Remote Labor) Rate: (charged for: 1) telephone consultation, 2) remote service/repairs and 3) "moves and changes" performed by technical system specialists)	\$120.00
12) Minimum Labor Billing Increment:	1/2 hour (\$120.00 per hr)
13) Additional Labor Billing Increment:	1/2 hour (\$120.00 per hr)
14) Hourly Travel Rate:	\$120.00
15) Minimum Travel Billing Increment:	1/2 hour (\$120.00 per hr)
16) Additional Travel Billing Increment:	1/2 hour (\$120.00 per hr)
17) Trip Charge:	N/A
18) Order Fee:	N/A

**Cost / Increment**

19) Lodging (per day per person):	\$50.00
20) Per Diem (per day per person):	\$50.00

Hotel costs are limited to state discount rates (currently \$68/day plus tax).

Per diem for meals on overnight travel will be paid at state per diem rates (currently \$30/day).

21) State any other "miscellaneous" rates, charges, fees, etc. (for example: freight charges, restocking fees, core charges) that you assess. Failure to do so will negate your ability to assess such rates, charges, fees, etc. at any point during the length (term) of the contract.

**Revision of Rates:** The above rates, charges, fees, etc. must be guaranteed for a period of one year from date of contract award. Thereafter, rates, charges, fees, etc. are subject to increase / decrease in accordance with the Consumer Price Index (CPI).

*Wash*  
2-25-05 - OK per *Per Diem*.  
\$30.00